3/4/88 98720-1

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JAN 1988	JAN 1987	JUL-JAN 1987/88	JUL-JAN 1986/87
AL	Alabama	4,301	3,630	34,494	28,506
AK	Alaska	120	187	251	914
AZ	Arizona	159	270	1,865	933
AR	Arkansas	4,011	12,972	26,817	22,845
CA	California	5,154	6,855	41,207	34,468
CO	Colorado	524	1,137	2,392	3,496
CT	Connecticut	549	785	1,483	1,964
DE	Delaware	1,662	4,296	7,798	15,806
FL	Florida	9,882	19,952	71,778	72,588
GA	Georgia	6,792	8,685	50,968	48,376
HI	Hawaii	1,670	225	9,051	4,003
ID	Idaho	2,374	4,447	10,172	14,280
IL	Illinois	89,905	88,281	449,087	421,469
IN	Indiana	42,161	52,009	222,906	209,209
IA	Iowa	48,519	54,185	314,883	260,677
KS	Kansas	3,316	3,030	27,131	13,331
KY	Kentucky	25,216	20,780	54,536	64,947
LA	Louisiana	4,532	6,686	68,635	39,787
ME	Maine	0	944	3,374	2,519
MD	Maryland	5,606	4,317	17,541	15,140
MA	Massachusetts	947	630	2,169	2,670
MI	Michigan	22,729	20,992	95,832	90,178
MN	Minnesota	31,574	23,633	207,201	187,116
MS	Mississippi	1,006	2,819	19,565	6,885
MO	Missouri	19,054	26,849	144,561	120,747
MT	Montana	807	649	5,762	4,846
NE	Nebraska	2,640	5,314	15,598	13,672
NV	Nevada	0	0	0	27
NH	New Hampshire	0	46	389	198
NJ	New Jersey	305	855	2,155	3,780
NM	New Mexico	302	363	4,470	3,693
NY	New York	4,639	4,798	16,780	31,228
NC	North Carolina	9,[illegible]	13,252	31,372	45,036
ND	North Dakota	3[illegible]	2,731	13,188	13,899
OH	Ohio	137,923	87,088	320,192	299,835
OK	Oklahoma	590	1,396	12,324	9,217
OR	Oregon	1,054	2,765	14,687	13,606
PA	Pennsylvania	8,445	7,304	26,753	27,903
RI	Rhode Island	60	0	321	360
SC	South Carolina	4,847	2,350	24,782	28,891
SD	South Dakota	1,600	937	6,518	4,904
TN	Tennessee	8,630	22,525	55,023	50,591
TX	Texas	13,168	11,713	82,589	57,993
UT	Utah	1,182	787	4,474	1,938
VT	Vermont	24	289	975	1,200
VA	Virginia	3,767	7,717	29,969	42,322
WA	Washington	3,287	4,141	17,609	19,648
WV	West Virginia	0	251	364	984
WI	Wisconsin	26,434	38,334	139,707	169,070
WY	Wyoming	90	67	869	439
	TOTAL U.S.:	564,381	584,268	2,712,567	2,528,134
CANADA					
AB	Alberta	1,911	1,130	11,235	6,852
BC	Brit. Columbia	584	251	1,848	7,547
MB	Manitoba	6,468	1,445	15,591	9,091
NB	New Brunswick	531	626	7,240	4,073
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	248	222	2,004	1,427
ON	Ontario	39,855	84,547	141,333	133,225
PE	Pr.Edward Isle	378	556	5,116	4,131
PQ	Quebec	50,118	40,761	93,791	60,722
SK	Saskatchewan	719	3,864	14,040	7,236
	TOTAL CAN:	100,812	133,402	292,198	234,304
EXPORT SALES:		346,572	246,085	2,246,131	1,983,850
TOTAL AGRICULTURAL		1,011,765	963,755	5,250,896	4,746,288
Non-Ag U.S.		31,494	33,081	240,086	221,800
	Canada	1,936	1,510	15,648	9,318
	Exports	11,075	461	71,326	35,589
TOTAL NON-AGRICULTURAL		44,505	35,052	327,060	266,707
GRAND TOTAL.....		1,056,270	998,807	5,577,956	5,012,995

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)
JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,458	2,273	183	124	263	4,301
AK Alaska	0	0	120	0	0	120
AZ Arizona	44	0	29	62	24	159
AR Arkansas	48	62	2,660	1,237	4	4,011
CA California	2,680	1,343	461	51	619	5,154
CO Colorado	204	0	263	0	57	524
CT Connecticut	0	0	549	0	0	549
DE Delaware	0	0	1,640	0	22	1,662
FL Florida	2,563	1,939	1,781	240	3,359	9,882
GA Georgia	2,515	1,584	542	587	1,564	6,792
HI Hawaii	0	0	1,617	0	53	1,670
ID Idaho	82	1,389	903	0	0	2,374
IL Illinois	582	75,063	8,735	5,416	109	89,905
IN Indiana	1,763	28,223	7,466	4,303	406	42,161
IA Iowa	197	34,157	10,855	3,297	13	48,519
KS Kansas	253	630	2,212	83	138	3,316
KY Kentucky	0	20,036	3,521	0	1,659	25,216
LA Louisiana	0	390	3,637	500	5	4,532
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	3,830	1,776	0	5,606
MA Massachusetts	0	0	912	0	35	947
MI Michigan	0	17,520	5,135	63	11	22,729
MN Minnesota	31	11,000	19,499	996	48	31,574
MS Mississippi	0	0	52	927	27	1,006
MO Missouri	15	3,368	14,493	1,149	29	19,054
MT Montana	29	165	514	99	0	807
NE Nebraska	93	463	1,249	537	298	2,640
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	122	61	87	35	305
NM New Mexico	181	0	76	0	45	302
NY New York	317	464	3,582	61	215	4,639
NC North Carolina	668	1,152	6,524	850	263	9,457
ND North Dakota	0	1,328	2,039	0	0	3,367
OH Ohio	8,452	113,043	14,279	1,853	296	137,923
OK Oklahoma	302	0	274	14	0	590
OR Oregon	31	468	498	0	57	1,054
PA Pennsylvania	1,678	367	5,904	400	96	8,445
RI Rhode Island	0	0	60	0	0	60
SC South Carolina	789	911	2,239	310	598	4,847
SD South Dakota	0	611	968	21	0	1,600
TN Tennessee	121	4,103	4,396	0	10	8,630
TX Texas	3,406	2,897	5,666	428	771	13,168
UT Utah	957	29	196	0	0	1,182
VT Vermont	0	0	14	0	10	24
VA Virginia	182	377	1,393	1,421	394	3,767
WA Washington	676	384	1,979	19	229	3,287
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	436	16,555	8,645	570	228	26,434
WY Wyoming	0	15	75	0	0	90
TOTAL U.S.:	30,753	342,431	151,726	27,481	11,990	564,381
CANADA						
AB Alberta	25	0	1,568	318	0	1,911
BC Brit. Columbia	0	0	535	21	28	584
MB Manitoba	0	294	5,972	202	0	6,468
NB New Brunswick	0	61	470	0	0	531
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	248	0	0	248
ON Ontario	13	37,714	947	118	1,063	39,855
PE Pr.Edward Isle	0	0	378	0	0	378
PQ Quebec	45	0	49,531	0	542	50,118
SK Saskatchewan	0	14	705	0	0	719
TOTAL CAN:	83	38,083	60,354	659	1,633	100,812
*EXPORT SALES:	262,542	4,177	64,098	7,011	8,744	346,572
TOTAL AG SALES	293,378	384,691	276,178	35,151	22,367	1,011,765
NON-AG U.S.	22,642	-	-	8,208	644	31,494
Canada	1,428	-	-	483	25	1,936
*Exports	198	-	-	10,877	0	11,075
TOTAL NON-AG SALES	24,268	-	-	19,568	669	44,505
GRAND TOTAL	**317,646**	**384,691**	**276,178**	**54,719**	**23,036**	**1,056,270**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	13	0	6,870	0	0	6,883
Brazil	0	0	1,329	0	0	1,329
Chile	0	0	0	0	4,791	4,791
China	67,446	0	0	0	0	67,446
Columbia	3,676	0	0	0	0	3,676
Costa Rica	1,670	0	0	0	0	1,670
Denmark	8,062	0	0	0	0	8,062
Holland	3,335	0	14,559	0	0	17,894
India	29,384	0	0	0	0	29,384
Indonesia	24,211	0	0	0	0	24,211
Jamaica	0	0	2,207	0	0	2,207
Japan	13,187	2,362	5,753	6,382	1,276	28,960
Korea	22,304	0	0	0	0	22,304
Malaysia	35,024	0	0	0	0	35,024
Mexico	12,389	0	14,718	0	39	27,146
New Zealand	11,588	0	0	629	0	12,217
Peru	0	0	0	0	2,627	2,627
Philippines	15,792	0	0	0	0	15,792
Puerto Rico	0	1,815	0	0	11	1,826
South Africa	0	0	5,368	0	0	5,368
Sri Lanka	14,461	0	0	0	0	14,461
Venezuela	0	0	13,294	0	0	13,294
TOTAL AG:	262,542	4,177	64,098	7,011	8,744	346,572
NON-AGRICULTURAL						
Italy	0	-	-	9,145	0	9,145
Japan	186	-	-	1,732	0	1,918
Pakistan	12	-	-	0	0	12
TOTAL NON-AG:	198	-	-	10,877	0	11,075
TOTAL EXPORTS	**262,740**	**4,177**	**64,098**	**17,888**	**8,744**	**357,647**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	783	2,195	122	124	3,224
AK Alaska	0	0	120	0	120
AZ Arizona	0	0	6	0	6
AR Arkansas	0	0	0	937	937
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	549	0	549
DE Delaware	0	0	1,640	0	1,640
FL Florida	2,526	1,939	1,337	240	6,042
GA Georgia	1,857	1,584	121	496	4,058
HI Hawaii	0	0	1,617	0	1,617
ID Idaho	0	467	58	0	525
IL Illinois	582	74,754	8,256	5,416	89,008
IN Indiana	986	28,223	7,285	4,303	40,797
IA Iowa	0	33,824	10,174	3,297	47,295
KS Kansas	0	0	16	55	71
KY Kentucky	0	20,036	2,616	0	22,652
LA Louisiana	0	0	0	62	62
ME Maine	0	0	0	0	0
MD Maryland	0	0	3,830	1,776	5,606
MA Massachusetts	0	0	912	0	912
MI Michigan	0	17,520	5,135	63	22,718
MN Minnesota	0	10,969	19,499	996	31,464
MS Mississippi	0	0	0	927	927
MO Missouri	0	1,339	7,365	473	9,177
MT Montana	0	165	514	99	778
NE Nebraska	0	416	261	456	1,133
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	122	61	87	270
NM New Mexico	0	0	0	0	0
NY New York	317	464	3,582	61	4,424
NC North Carolina	668	1,152	6,470	850	9,140
ND North Dakota	0	1,328	2,039	0	3,367
OH Ohio	7,675	113,043	14,279	1,853	136,850
OK Oklahoma	0	0	0	14	14
OR Oregon	0	244	165	0	409
PA Pennsylvania	1,642	367	5,904	375	8,288
RI Rhode Island	0	0	60	0	60
SC South Carolina	789	911	2,239	310	4,249
SD South Dakota	0	611	968	21	1,600
TN Tennessee	0	4,103	4,396	0	8,499
TX Texas	0	0	0	0	0
UT Utah	930	0	0	0	930
VT Vermont	0	0	14	0	14
VA Virginia	182	377	1,393	1,421	3,373
WA Washington	676	384	1,843	19	2,922
WV West Virginia	0	0	0	0	0
WI Wisconsin	428	16,555	8,645	570	26,198
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	20,041	333,092	123,491	25,301	501,925
CANADA					
AB Alberta	25	0	1,568	318	1,911
BC Brit. Columbia	0	0	535	21	556
MB Manitoba	0	294	5,972	202	6,468
NB New Brunswick	0	61	470	0	531
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	248	0	248
ON Ontario	13	37,714	947	118	38,792
PE Pr.Edward Isle	0	0	378	0	378
PQ Quebec	45	0	49,531	0	49,576
SK Saskatchewan	0	14	705	0	719
TOTAL CAN:	83	38,083	60,354	659	99,179
*EXPORT SALES:	258,529	2,362	49,475	7,011	317,377
TOTAL AG SALES	278,653	373,537	233,320	32,971	918,481
NON-AG U.S.	11,544	-	-	7,696	19,240
Canada	1,428	-	-	483	1,911
*Exports	198	-	-	10,877	11,075
TOTAL NON-AG SALES	13,170	-	-	19,056	32,226
GRAND TOTAL	**291,823**	**373,537**	**233,320**	**52,027**	**950,707**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	0	6,870	0	6,883
China	67,446	0	0	0	67,446
Costa Rica	1,670	0	0	0	1,670
Denmark	8,062	0	0	0	8,062
Holland	3,335	0	14,559	0	17,894
India	29,384	0	0	0	29,384
Indonesia	24,211	0	0	0	24,211
Jamaica	0	0	2,207	0	2,207
Japan	13,187	2,362	5,753	6,382	27,684
Korea	22,304	0	0	0	22,304
Malaysia	35,024	0	0	0	35,024
Mexico	12,052	0	14,718	0	26,770
New Zealand	11,588	0	0	629	12,217
Philippines	15,792	0	0	0	15,792
South Africa	0	0	5,368	0	5,368
Sri Lanka	14,461	0	0	0	14,461
TOTAL AG:	258,529	2,362	49,475	7,011	317,377
NON-AGRICULTURAL					
Italy	0	-	-	9,145	9,145
Japan	186	-	-	1,732	1,918
Pakistan	12	-	-	0	12
TOTAL NON-AG:	198	-	-	10,877	11,075
TOTAL EXPORTS	**258,727**	**2,362**	**49,475**	**17,888**	**328,452**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	675	78	61	0	263	1,077
AK Alaska	0	0	0	0	0	0
AZ Arizona	44	0	23	62	24	153
AR Arkansas	48	62	2,660	300	4	3,074
CA California	2,680	1,343	461	51	619	5,154
CO Colorado	204	0	263	0	57	524
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	22	22
FL Florida	37	0	444	0	3,359	3,840
GA Georgia	658	0	421	91	1,564	2,734
HI Hawaii	0	0	0	0	53	53
ID Idaho	82	922	845	0	0	1,849
IL Illinois	0	309	479	0	109	897
IN Indiana	777	0	181	0	406	1,364
IA Iowa	197	333	681	0	13	1,224
KS Kansas	253	630	2,196	28	138	3,245
KY Kentucky	0	0	905	0	1,659	2,564
LA Louisiana	0	390	3,637	438	5	4,470
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	35	35
MI Michigan	0	0	0	0	11	11
MN Minnesota	31	31	0	0	48	110
MS Mississippi	0	0	52	0	27	79
MO Missouri	15	2,029	7,128	676	29	9,877
MT Montana	29	0	0	0	0	29
NE Nebraska	93	47	988	81	298	1,507
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	35	35
NM New Mexico	181	0	76	0	45	302
NY New York	0	0	0	0	215	215
NC North Carolina	0	0	54	0	263	317
ND North Dakota	0	0	0	0	0	0
OH Ohio	777	0	0	0	296	1,073
OK Oklahoma	302	0	274	0	0	576
OR Oregon	31	224	333	0	57	645
PA Pennsylvania	36	0	0	25	96	157
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	598	598
SD South Dakota	0	0	0	0	0	0
TN Tennessee	121	0	0	0	10	131
TX Texas	3,406	2,897	5,666	428	771	13,168
UT Utah	27	29	196	0	0	252
VT Vermont	0	0	0	0	10	10
VA Virginia	0	0	0	0	394	394
WA Washington	0	0	136	0	229	365
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	8	0	0	0	228	236
WY Wyoming	0	15	75	0	0	90
TOTAL U.S.:	10,712	9,339	28,235	2,180	11,990	62,456
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	28	28
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	1,063	1,063
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	542	542
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	1,633	1,633
*EXPORT SALES:	4,013	1,815	14,623	0	8,744	29,195
TOTAL AG SALES	14,725	11,154	42,858	2,180	22,367	93,284
NON-AG U.S.	11,098	-	-	512	644	12,254
Canada	0	-	-	0	25	25
*Exports	0	-	-	0	0	0
TOTAL NON-AG SALES	11,098	-	-	512	669	12,279
GRAND TOTAL	**25,823**	**11,154**	**42,858**	**2,692**	**23,036**	**105,563**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JANUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	0	0	1,329	0	0	1,329
Chile	0	0	0	0	4,791	4,791
Columbia	3,676	0	0	0	0	3,676
Japan	0	0	0	0	1,276	1,276
Mexico	337	0	0	0	39	376
Peru	0	0	0	0	2,627	2,627
Puerto Rico	0	1,815	0	0	11	1,826
Venezuela	0	0	13,294	0	0	13,294
TOTAL AG:	4,013	1,815	14,623	0	8,744	29,195
TOTAL EXPORTS:	**4,013**	**1,815**	**14,623**	**0**	**8,744**	**29,195**